

Message Text

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21

ACTION EUR-12

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C O N F I D E N T I A L MOSCOW 1712

USDOC FOR BEWT/TDAD

E.O. 11652 GDS

TAGS: ETRD, EEWT, UR, US

SUBJ: MORE ON KAMAZ DELAYS

REF: MOSCOW 1597

1. AS POSTSCRIPT TO INFORMATION REFTEL ON DELAYS AT KAMAZ, COMMERCIAL ATTACHE WAS ADVISED FEBRUARY 6 BY IBM REP THAT SOVIET END-USER, I.E. KAMAZ, WAS SUGGESTING THAT IBM DELAY SHIPMENTS OF COMPUTER SYSTEM FOR FOUNDRY BY AS MUCH AS SIX MONTHS. PURCHASER (METALLURIMPORT) WAS INSISTING, HOWEVER, THAT IBM ADHERE TO DELIVERY SCHEDULE IN CONTRACT, AND IBM REP SAID COMPANY WOULD BE OBLIGED FOLLOW INSTRUCTIONS OF FTO.

2. COMMENT: ATTITUDE OF PLANT OFFICIALS IN THIS CASE IS QUITE CONSISTENT WITH OTHER INDICATIONS (REFTEL) THAT KAMAZ PROJECT IS RUNNING EVEN FURTHER BEHIND SCHEDULE THAN WE HAD PREVIOUSLY ASSUMED. WHILE THER MAY BE ANY NUMBER OF REASONS WHY METALLURGIMPORT IS INSISTING ON FUL-FILLMENT OF DELIVERY SCHEDULE IN CONTRACT, ONE POSSIBLE EXPLANATION IS THAT THIS REFLECTS SYSTEM OF BONUSES FOR FTO'S (AND INDIVIDULAS WITHIN FTO'S) BASED ON FULFILL-MENT (AND PRE-FULFILLMENT) OF DELIVERY SCHEDULES BY FOREIGN SUPPLIERS.

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